

## PENNSYLVANIA

PREPARED FOR [REDACTED]  
 PLAN: LIFE PAID UP AT 95

BY RICHARD ANTONINO

INSURED: CLASSIFICATION  
 PREFERRED NONSMOKER

AGE  
 24

SEX  
 FEMALE

AMOUNT OF INSURANCE  
 \$230,317

BASIC POLICY  
 DISABILITY WAIVER  
 TOTAL ANNUAL PREMIUM

ANNUAL PREMIUM YRS PAYABLE  
 \$1,971.63 71  
 \$2,000.00 41

ACCELERATED PAYMENT PLAN ILLUSTRATION  
 ANNUAL DIVIDENDS USED TO BUY PAID UP ADDITIONAL INSURANCE

END OF POLICY YEAR	ANNUAL CASH OUTLAY FOR YEAR**	ANNUAL DIVIDEND	ILLUSTRATIVE CASH VALUE OF ADD. INS.	GUARANTEED CASH VALUE	ILLUSTRATIVE CASH VALUE	ILLUSTRATIVE DEATH BENEFIT††
1	2,000	NONE	NONE	NONE	NONE	230,317
2	2,000	895	895	NONE	895	239,926
3	2,000	944	1,915	895	2,145	250,018
4	2,000	1,015	3,093	1,460	3,553	260,809
5	2,000	1,084	4,439	1,612	6,051	272,263
6	2,000	1,156	5,972	2,763	8,736	284,387
7	2,000	1,176	7,656	3,915	11,571	296,732
8	NONE	1,202	7,340	5,297	12,637	291,311
9	NONE	1,232	7,027	6,839	13,706	286,253
10	NONE	1,259	6,715	8,061	14,776	281,519
11	NONE	1,317	6,435	9,443	15,878	277,311
12	NONE	1,374	6,188	11,055	17,243	273,603
13	NONE	1,431	5,970	12,667	18,647	270,386
14	NONE	1,497	5,819	14,279	20,093	267,650
15	NONE	1,561	5,639	16,122	21,819	265,387
16	NONE	1,632	5,441	17,734	23,375	263,615
17	NONE	1,704	5,249	19,576	25,226	262,310
18	NONE	1,778	5,730	21,649	27,379	261,465
19	NONE	1,858	5,896	23,492	29,389	261,096
20	NONE	1,935	6,154	25,565	31,719	261,171
21	NONE	2,014	6,519	27,638	34,157	261,718
22	NONE	2,113	7,001	29,710	36,711	262,720
23	NONE	2,199+	7,608	32,014	39,622	264,162
24	NONE	2,293+	8,358	34,317	42,675	266,060
25	NONE	2,404+	9,278	36,620	45,898	268,468
26	NONE	2,524+	10,390	39,153	49,544	271,410
27	NONE	2,646+	11,712	41,687	53,400	274,879
28	NONE	2,773+	13,265	44,451	57,716	278,882
29	NONE	2,911+	15,076	46,984	62,061	283,448
30	NONE	3,040+	17,157	49,978	67,136	288,537
31	NONE	3,176+	19,534	52,742	72,277	294,162
32	NONE	3,305+	22,225	55,736	77,962	300,295
33	NONE	3,427+	25,246	58,730	83,977	306,911
34	NONE	3,533+	28,611	61,955	90,567	313,957
35	NONE	3,627+	32,339	65,410	97,749	321,400

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METROPOLITAN LIFE INSURANCE COMPANY

6/02/92



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PENNSYLVANIA

PREPARED FOR

BY RICHARD ANTONINO

**ACCELERATED PAYMENT PLAN ILLUSTRATION**  
**ANNUAL DIVIDENDS USED TO BUY PAID UP ADDITIONAL INSURANCE**

END OF POLICY YEAR	ANNUAL CASH OUTLAY FOR YEAR**	ANNUAL DIVIDEND	ILLUSTRATIVE CASH VALUE OF ADD. INS.	GUARANTEED CASH VALUE	ILLUSTRATIVE CASH VALUE	ILLUSTRATIVE DEATH BENEFIT††
36	NONE	3,728+	36,463	68,864	105,327	329,261
37	NONE	3,837+	41,016	72,319	113,336	337,561
38	NONE	3,956+	46,040	76,004	122,045	346,331
39	NONE	4,095+	51,579	79,920	131,499	355,624
40	NONE	4,258+	57,680	83,605	141,285	365,504
AGE 65	NONE	4,429+	64,388	87,520	151,908	375,991
42	NONE	4,608+	71,802	91,666	163,468	387,227
43	NONE	4,783+	79,917	95,581	175,499	399,094
44	NONE	4,956+	88,793	99,967	188,751	411,595
45	NONE	5,142+	98,500	104,103	202,604	424,767
46	NONE	5,334+	109,100	108,473	217,580	438,627
47	NONE	5,541+	120,653	113,089	233,738	453,220
48	NONE	5,753+	133,205	117,801	250,897	468,567
49	NONE	5,985+	146,880	122,298	269,098	484,723
50	NONE	6,211+	161,452	126,674	288,126	501,697
51	NONE	6,432+	177,188	131,280	308,469	519,505
52	NONE	6,646+	194,038	135,887	329,925	538,163
53	NONE	6,849+	212,039	140,263	352,302	557,679
AGE 78 & 8	NONE	7,033+	231,239	144,638	375,878	578,055
55	NONE	7,213+	251,701	149,085	400,716	599,316
56	NONE	7,402+	273,487	153,891	426,878	621,505
57	NONE	7,611+	296,636	157,767	454,403	644,688
58	NONE	7,849+	321,200	161,912	483,113	668,941
59	NONE	8,114+	347,182	166,058	513,250	694,341
60	NONE	8,395+	374,430	169,973	544,604	720,953
61	NONE	8,680+	402,839	173,889	577,427	748,830
62	NONE	8,961+	432,963	177,344	611,307	778,015
63	NONE	9,235+	464,963	181,029	646,992	808,549
64	NONE	9,495+	499,629	184,253	683,882	840,469
65	NONE	9,756+	535,090	187,708	722,798	873,825
66	NONE	10,006+	572,511	190,932	763,444	908,656
67	NONE	10,182+	612,028	194,157	806,185	944,935
68	NONE	10,364+	653,935	197,611	851,547	982,719
69	NONE	10,578+	698,601	201,297	899,898	1,022,094
70	NONE	10,562+	746,277	205,442	951,720	1,062,853

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6/02/92



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PENNSYLVANIA

PREPARED FOR [REDACTED]

BY RICHARD ANTONINO

ACCELERATED PAYMENT PLAN ILLUSTRATION  
ANNUAL DIVIDENDS USED TO BUY PAID UP ADDITIONAL INSURANCE

END OF POLICY YEAR	ANNUAL CASH OUTLAY FOR YEAR**	ANNUAL DIVIDEND	ILLUSTRATIVE CASH VALUE OF ADD. INS.	GUARANTEED CASH VALUE	ILLUSTRATIVE CASH VALUE	ILLUSTRATIVE DEATH BENEFIT**
71	NONE	10,239+	797,043	210,049	1,007,092	1,104,709

- \*\* THE CASH OUTLAY ILLUSTRATED SHOWS THE RESULTS IF THE CURRENT DIVIDEND SCALE CONTINUES WITHOUT CHANGE. DIVIDENDS ARE NOT GUARANTEED AND MAY INCREASE OR DECREASE IN THE FUTURE. IF THE FUTURE DIVIDENDS DECREASE, IT IS POSSIBLE THAT THE CASH VALUE OF ADDITIONAL INSURANCE MAY NOT BE SUFFICIENT IN SOME FUTURE YEARS TO PAY THE FULL CURRENT PREMIUM AND SOME CASH OUTLAY MAY BE REQUIRED. IF PREMIUMS ARE MODAL, ANNUALIZED PREMIUM EQUALS THE MODAL PREMIUM TIMES NUMBER OF PAY PERIODS FOR YEARS.
1. GUARANTEED CASH VALUE AND CASH VALUE OF ADDITIONAL INSURANCE.
2. BASIC INSURANCE AND ADDITIONAL INSURANCE.
3. AGE AT LIFE EXPECTANCY - U.S. POPULATION LIFE TABLES.
4. ANNUAL DIVIDEND GREATER THAN ANNUAL PREMIUM.

DIVIDENDS BASED ON JAN. 1992 SCALE THAT USES CURRENT INTEREST, MORTALITY AND EXPENSE RATES. ILLUSTRATIVE FIGURES ARE NOT GUARANTEES OR ESTIMATES FOR THE FUTURE.

MDL 1103  
CONFIDENTIAL

M129779220089

EXPLANATORY NOTES FORM 467 AND FORM 463-APP MUST BE ENCLOSED PAGE 5  
METROPOLITAN LIFE INSURANCE COMPANY 6/02/92

MetLife

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REDACTED  
CONFIDENTIAL  
POLICYHOLDER  
INFORMATION

ORDERED FOR

PENNSYLVANIA

BY RICHARD ANTONINO

**ACCELERATED  
PAYMENT PLAN**

For Payment of Future Premiums from the Cash Value of Paid-up Additional Insurance or Accumulated Dividends with Interest

**IMPORTANT NOTICE**

Name of Insured \_\_\_\_\_ Name of Owner \_\_\_\_\_  
 Policy Number \_\_\_\_\_ Issue Date \_\_\_\_\_  
 Plan of Insurance LIFE PAID UP AT 95 Amount of Insurance \$230,317  
 Classification PREFERRED Sex F Age at Issue 24  
 Additional Benefits Included DISABILITY WAIVER

After premiums for your policy have been paid for 07 years, the Accelerated Payment Plan allows you to choose to pay future premiums as they fall due through the use of dividends, by withdrawing from the cash value of additional insurance or accumulated dividends with interest on amount which, together with the current dividend, will pay the current premium. When you wish to start this procedure, ask your Metropolitan Sales Representative to confirm that the dividends credited to your policy together with dividends based on the scale then in effect are sufficient to accomplish this objective. If dividends are sufficient, the procedure requires that future premium payments be paid annually (no outlay by you). Your Sales Representative will assist you in making this change if necessary and in putting this procedure in effect.

The number of years that premium payments in cash are required under the Accelerated Payment Plan is based on the dividend scale in effect at the time the policy is issued. Dividends, however, are not guaranteed. Changes in dividend scales after issue may increase or decrease the number of years shown. Also, if future dividend scales decrease after this payment procedure is started, it is possible that dividends may not be sufficient in some future years to pay the then full current premium.

The Accelerated Payment Plan increases your flexibility. When dividends are sufficient, you may stop your cash outlay, or continue to pay your premiums as you normally do. Even if you have chosen to pay premiums by the Accelerated Payment Plan, you may return to paying your premiums as you previously did at any time.

Signature: \_\_\_\_\_

Sales Representative: \_\_\_\_\_

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FORM 468

METROPOLITAN LIFE INSURANCE COMPANY

6/02/92

MetLife

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## STANDARD PRESENTATION LEDGER STATEMENT

PROPOSED FOR [REDACTED]  
 METROPOLITAN LIFE INSURANCE COMPANY  
 ONE MADISON AVENUE, NEW YORK, NEW YORK 10010  
 4230.317 6394 at 95

Female Age 24  
 Preferred Nonsmoker  
 Dividends Buy Paid-Up Additions

Annual Policy Premium 14 1,000.00

BEG OF YR	AGE	ANNUAL GROSS PREMIUM	END OF YEAR DIVIDEND	SURRENDER OF VALUES	ANNUAL LOAN	ANNUAL LOAN INTEREST	NET A/T OUTLAY	CUR NET OUTLAY	TOTAL LOAN	CASH VALUE	ILLUST NET CASH VAL	ILLUST NET DEATH BENEFIT
1	24	2,000	0	0	0	0	2,000	2,000	0	0	0	220,217
2	25	2,000	895	0	0	0	2,000	4,000	0	895	895	231,112
3	26	2,000	981	0	0	0	2,000	6,000	0	1,776	1,776	240,907
4	27	2,000	1,094	0	0	0	2,000	8,000	0	2,870	2,870	251,112
5	28	2,000	1,212	0	0	0	2,000	10,000	0	4,082	4,082	262,071
6	29	2,000	1,325	0	0	0	2,000	12,000	0	5,407	5,407	273,602
7	30	2,000	1,423	0	0	0	2,000	14,000	0	6,954	6,954	285,810
8	31	2,000	1,495	2,000	0	0	0	16,000	0	8,749	8,749	298,816
9	32	2,000	1,452	2,000	0	0	0	18,000	0	10,701	10,701	312,144
10	33	2,000	1,467	2,000	0	0	0	20,000	0	12,810	12,810	326,800
11	34	2,000	1,511	2,000	0	0	0	22,000	0	15,076	15,076	342,800
12	35	2,000	1,557	2,000	0	0	0	24,000	0	17,500	17,500	359,251
13	36	2,000	1,607	2,000	0	0	0	26,000	0	20,082	20,082	377,155
14	37	2,000	1,661	2,000	0	0	0	28,000	0	22,824	22,824	396,515
15	38	2,000	1,718	2,000	0	0	0	30,000	0	25,726	25,726	417,345
16	39	2,000	1,785	2,000	0	0	0	32,000	0	28,788	28,788	439,662
17	40	2,000	1,860	2,000	0	0	0	34,000	0	31,999	31,999	463,483
18	41	2,000	1,932	2,000	0	0	0	36,000	0	35,359	35,359	488,825
19	42	2,000	2,017	2,000	0	0	0	38,000	0	38,868	38,868	515,706
20	43	2,000	2,091	2,000	0	0	0	40,000	0	42,526	42,526	544,144
21	44	2,000	2,165	2,000	0	0	0	42,000	0	46,333	46,333	574,165
22	45	2,000	2,237	2,000	0	0	0	44,000	0	50,289	50,289	605,795
23	46	2,000	2,305	2,000	0	0	0	46,000	0	54,394	54,394	639,051
24	47	2,000	2,374	2,000	0	0	0	48,000	0	58,648	58,648	674,059
25	48	2,000	2,445	2,000	0	0	0	50,000	0	63,051	63,051	710,836
26	49	2,000	2,517	2,000	0	0	0	52,000	0	67,603	67,603	749,309
27	50	2,000	2,590	2,000	0	0	0	54,000	0	72,304	72,304	789,505
28	51	2,000	2,661	2,000	0	0	0	56,000	0	77,154	77,154	831,451
29	52	2,000	2,733	2,000	0	0	0	58,000	0	82,153	82,153	875,176
30	53	2,000	2,806	2,000	0	0	0	60,000	0	87,301	87,301	920,709
31	54	2,000	2,879	2,000	0	0	0	62,000	0	92,598	92,598	968,079
32	55	2,000	2,954	2,000	0	0	0	64,000	0	98,044	98,044	1,017,315
33	56	2,000	3,029	2,000	0	0	0	66,000	0	103,639	103,639	1,068,456
34	57	2,000	3,106	2,000	0	0	0	68,000	0	109,383	109,383	1,121,531
35	58	2,000	3,184	2,000	0	0	0	70,000	0	115,276	115,276	1,176,581
36	59	2,000	3,262	2,000	0	0	0	72,000	0	121,318	121,318	1,233,646
37	60	2,000	3,341	2,000	0	0	0	74,000	0	127,509	127,509	1,292,765
38	61	2,000	3,420	2,000	0	0	0	76,000	0	133,849	133,849	1,353,968
39	62	2,000	3,499	2,000	0	0	0	78,000	0	140,338	140,338	1,417,285
40	63	2,000	3,578	2,000	0	0	0	80,000	0	146,976	146,976	1,482,756

## Benefits Included

Base Policy  
 Disability Waiver

Annual	Initial Premium	Check-Off-Ratio	Vrs. to Pay
1,951.83	1,052.87	176.74	71
48.71	25.22	4.61	41

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This illustration is not valid unless accompanied by the SUPPLEMENTAL FOOTNOTE PAGE

The ALLOCATION OF VALUES page shows the allocation of premiums, death benefits and cash values between the base policy, term rider, if any, and the paid-up additions rider.

Free Variable Outlay(1)  
 06/22/1992  
 Version 3.00

Prepared by: CHASE CANTING  
 State: PA

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M9371

Notice: Production and Use Subject to Case Management and Protective  
 Orders in MDL No. 1091 United States Dist. Ct.

## STANDARD PRESENTATION LEDGER STATEMENT

PROPOSED FOR [REDACTED]  
 METROPOLITAN LIFE INSURANCE COMPANY  
 ONE MADISON AVENUE, NEW YORK, NEW YORK 10010  
 4230,317 Life at 55

Female Age 24  
 Preferred Non smoker  
 Dividends Buy Paid-Up Additions

Annual Policy Premium 1: 2,000.00

AGE OF YR	ATT AGE	ANNUAL GROSS PREMIUM	END OF YEAR DIVIDENDS	SURRENDER OF VALUES	ANNUAL LOAN	ANNUAL LOAN INTEREST	NET OUTLAY	CUM NET OUTLAY	TOTL LOAN	MAX CASH VALUE	ILLUST NET CASH VAL	ILLUST NET DEATH BENEFIT
41	64	2,000	8,367	2,000	0	0	9	14,000	0	11,523	151,904	367,523
42	65	1,952	8,504	2,246	0	0	-6,235	7,765	0	31,658	156,634	364,239
43	66	1,952	7,104	2,246	0	0	-6,235	1,530	0	95,541	161,442	361,587
44	67	1,952	7,512	2,362	4,884	0	-6,235	-4,065	4,884	92,557	166,795	354,452
45	68	1,952	5,911	1,951	6,735	440	-6,235	-11,181	11,618	104,193	172,653	363,091
46	69	1,952	8,546	1,951	7,341	1,046	-6,235	-17,415	18,959	108,473	171,636	373,497
47	70	1,952	9,131	1,951	8,001	1,709	-6,235	-23,770	27,959	113,085	183,787	377,954
48	71	1,952	9,754	1,951	8,721	2,427	-6,235	-30,055	35,686	117,621	189,835	382,235
49	72	1,952	10,435	1,951	5,506	3,012	-6,235	-36,368	45,186	122,236	196,063	384,606
50	73	1,952	11,142	1,951	10,262	4,063	-6,235	-42,655	55,547	126,674	202,981	393,722
51	74	1,952	11,884	1,951	11,294	5,000	-6,235	-48,950	66,841	131,280	208,326	394,601
52	75	1,952	12,658	1,951	12,311	6,016	-6,235	-55,245	78,151	135,887	214,471	398,163
53	76	1,952	13,462	1,951	13,419	7,124	-6,235	-61,540	90,472	140,263	220,231	401,234
54	77	1,952	14,289	1,951	14,626	8,332	-6,235	-67,835	103,765	144,628	225,711	403,590
55	78	1,952	15,148	1,951	15,940	9,648	-6,235	-74,130	117,138	149,015	231,027	406,034
56	79	1,952	16,077	1,951	17,377	11,060	-6,235	-80,425	130,514	153,381	236,328	407,372
57	80	1,952	17,086	1,951	18,940	12,647	-6,235	-86,720	143,455	157,787	240,373	407,920
58	81	1,952	18,130	1,951	20,644	14,351	-6,235	-93,015	156,101	162,192	244,031	407,594
59	82	1,952	19,272	1,951	22,504	16,210	-6,235	-99,310	168,604	166,658	246,962	406,291
60	83	1,952	20,498	1,951	24,529	18,228	-6,235	-105,605	180,923	169,913	248,838	403,922
61	84	1,952	21,744	1,951	26,727	20,442	-6,235	-111,900	193,076	173,889	249,650	400,365
62	85	1,952	23,063	1,951	29,143	22,849	-6,235	-118,195	205,013	177,344	248,787	395,285
63	86	1,952	24,458	1,951	31,786	25,472	-6,235	-124,490	216,778	181,025	246,756	388,666
64	87	1,952	25,934	1,951	34,569	28,221	-6,235	-130,785	228,403	184,253	242,600	380,214
65	88	1,952	27,498	1,951	37,497	31,147	-6,235	-137,080	239,144	187,708	237,115	369,795
66	89	1,952	29,163	1,951	40,478	34,243	-6,235	-143,375	249,281	190,932	233,412	358,872
67	90	1,952	30,958	1,951	44,040	38,546	-6,235	-149,670	258,121	194,157	229,592	347,371
68	91	1,952	31,777	1,951	47,876	42,981	-6,235	-155,965	266,597	197,611	207,788	335,884
69	92	1,952	33,723	1,951	53,275	48,960	-6,235	-162,260	275,211	201,237	193,336	301,168
70	93	1,952	35,351	1,951	58,069	51,775	-6,235	-168,555	283,340	205,442	178,038	275,455
71	94	1,952	36,790	1,951	63,296	57,001	-6,235	-174,850	290,849	210,049	159,662	245,153
72	95	0	37,415	0	68,932	62,636	-6,235	-181,145	297,734	214,734	138,172	210,347
73	96	0	38,132	0	75,201	68,907	-6,235	-187,440	304,828	217,649	112,048	171,085
74	97	0	41,387	0	81,570	75,675	-6,235	-193,735	312,797	221,334	82,658	125,438
75	98	0	43,573	0	89,346	83,052	-6,235	-200,030	320,143	224,328	43,573	73,225

## Benefits Included

Base Policy  
 Disability Waiver

Annual	Single Annual	Check-Off Basis	Term To Pay
1,951.63	1,952.82	178.74	71
48.37	25.23	4.61	41

This illustration is not valid unless accompanied by the SUPPLEMENTAL FOOTNOTE PAGE.

The ALLOCATION OF VALUES page shows the allocation of premiums, death benefits and cash values between the base policy, term rider, if any, and the paid-up additions rider.

Plausible Outlay(s):  
 96/22/1992

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Prepared by: RICHARD ANTONIO  
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Notice: Production and Use Subject to LHM RULES and PROCEEDINGS  
 Orders in MDL No. 1091 United States Dist. Ct.

M129779220092

M9371



## INDIVIDUAL RETIREMENT BENEFIT (I.R.B.)

V.S.

INDIVIDUAL RETIREMENT ACCOUNT (I.R.A.)  
CERTIFICATE OF DEPOSIT (C.D.)

	IRB	YES	IRA	YES	CD
1. DISABILITY FEATURE*	YES		NO		NO
2. TAX-FREE WITHDRAWAL	YES		NO		NO
3. COST OF LIVING ADJUSTMENT	YES		NO		NO
4. USE OF SAVINGS BEFORE AGE 59-1/2	YES		NO		NO
5. PENALTY FOR EARLY WITHDRAWAL	NO		YES		YES
6. PREMATURE DEATH CLAUSE**	YES		NO		NO
7. TAX DEFERRED GROWTH	YES		YES		NO
8. 9 TO 12% LONG TERM RATE OF RETURN	YES		NO		NO
9. SELF-COMPLETING PROGRAM***	YES		NO		NO

\*YOUR ANNUAL INVESTMENT IS CONTINUED AS LONG AS YOU ARE DISABLED.

\*\*METROPOLITAN WILL COMPLETE YOUR SAVINGS PROGRAM FOR YOU IF YOU SHOULD DIE PREMATURELY

\*\*\*YOU WILL BE SECURE IN KNOWING THAT YOUR SAVINGS PROGRAM WILL BE COMPLETED IF:

- A. YOU LIVE AND ACHIEVE YOUR GOAL
- B. YOU BECOME DISABLED
- C. YOU DIE PREMATURELY

M129779220093

Metropolitan Life Insurance Company - Metropolitan Trust Life Insurance Company  
Metropolitan Investors and Annuity Company - MetLife Securities Inc.  
MetLife Office, New York, NY  
Metropolitan Property and Casualty Insurance Company  
MetLife Office, Kansas City, MO

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### METROPOLITAN INVESTMENT PROGRAM

#### INDIVIDUAL RETIREMENT BENEFIT (I.R.B.)

1. SELF-COMPLETING PROGRAM:
  - A. SUPPLEMENTARY INCOME NEEDED AT RETIREMENT
  - B. DISABILITY PROVISION TO GUARANTEE INVESTMENT RETURN
  - C. IMMEDIATE TAX-FREE INCOME IN THE EVENT OF PREMATURE DEATH
2. TAX-DEFERRED GROWTH
3. NO PENALTY FOR EARLY WITHDRAWAL
4. EMERGENCY SAVINGS PROGRAM
5. COST OF LIVING ADJUSTMENT BUILT IN
6. FLEXIBILITY IN PREMIUM PAYMENTS
7. OPTION FOR EARLY MORTGAGE LIQUIDATION
8. PEACE OF MIND OF BEING WITH A STRONG COMPANY

Metropolitan Life Insurance Company, Metropolitan Tower Life Insurance Company,  
Metropolitan Insurance and Annuity Corporation, MetLife Securities, Inc.  
Home Office: New York, NY  
Metropolitan Property and Casualty Insurance Company  
Home Office: Kansas City, MO

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# IX. RETIREMENT PLAN PROMOTIONS

Various marketing plans were developed and/or revised at both corporate and local levels, and were intended for use in soliciting the retirement market. The advertising used promoted retirement plans with heavy emphasis on "savings" and "deposits". The advertising made little or no mention of life insurance, even though the sales objective was to sell life insurance. These marketing plans had the capacity to mislead consumers into purchasing life insurance under the false presumption they were purchasing a retirement plan. It was also noted similar MetLife marketing practices and procedures were utilized in other states for the same purpose.

50/50 Plan: (see pages 88 - 92)

A marketing plan, with track book, allegedly developed at, and within, the MetLife Pittsburgh regional agency, by Michael J. George, Regional Training Director, was designed to solicit the sale of Whole Life policies with Paid Up Addition Riders (PUAR) to Pennsylvania consumers. Portions of the track book, pre-approach letters, and telephone scripts presented the 50/50 Plan as an investment or savings vehicle rather than an insurance policy. The 50/50 Plan, as a marketing tool, was designed to allow targeting of any occupational group.

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A sample pre-approach letter from the 50/50 Plan track book (see page 88) described only savings and failed to mention insurance. A follow-up phone script from the 50/50 Plan track book (see page 88) referenced only a Metropolitan savings program when asking for an appointment.

The 50/50 Selling Points list (see page 90) from the 50/50 Plan track book failed to disclose that the solicitation was intended to propose insurance, and emphasizing "savings" and "retirement income" while pointing out that the prospective client could not "rely on Social Security" or their "employer." The 50/50 Plan track book benefits page (see page 91) also failed to disclose the solicitation as involving insurance.

The 50/50 Plan track book contained standardized illustrations (see page 92) of the plan by sex and age, for monthly "deposits" of \$100.00, showing cash value and monthly income generated at age 65. The illustrations failed to disclose the solicitation as involving insurance.

The plan was designed to identify an amount of "savings" by the consumer and then apply that amount as equal premium payments into a Whole Life policy and a PUAR. Review indicates that the MetLife agent force, encouraged by some office managers, deviated from the

equal payment amounts and caused the entire amount to be paid into the Whole Life policy, with a PUAR for optional payments. The effect of this deviation was to provide increased commission earnings for MetLife agents and sales managers.

A benefits illustration page from the track book (see page 91) entitled "Metropolitan 50/50, a plan to provide for your personal savings" showed the plan as providing investment and savings aspects. No reference was made to an insurance policy or payment of premiums.

No indication was found that MetLife had formally approved use of the 50/50 Plan advertising, however, MetLife officers Gary E. Antonino and Charles M. Kavitsky were aware of the 50/50 Plan and had encouraged MetLife regional offices to use the 50/50 Plan advertising for marketing purposes.

General

Dear \_\_\_\_\_,

Do you have a tendency to spend as much as you earn? Would you like to start a savings plan that works?

Most savings plans fail for one of two reasons: they never get started or they lack discipline.

Metropolitan has a savings plan that makes it easy to save, has a great return, and is flexible for changing times.

It's Metropolitan's 50/50 plan.

Regards,

Mike George  
Account Representative  
(412) 828-5706

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PHONE SCRIPT  
Follow-up -- Pre-Approach Letter

Hello \_\_\_\_\_. This is \_\_\_\_\_ from Metropolitan. do you  
have a minute? I recently sent you a letter introducing  
Metropolitan's new 50/50 savings program. I'll be in your area  
next week and I would like to stop by and show you how it works.  
do you have ten minutes on \_\_\_\_\_?

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50/50  
SELLING POINTS

- Savings
- Retirement income
- Discipline
- If you don't take care of your personal savings who will?
- The first thing to do with a savings plan is get it started!
- Self-completion: disability or death
- Great return
- Tax deferral
- Simplicity
- Flexibility
- You can't rely on Social Security and your employer ??

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# METROPOLITAN 50/50

*a plan to provide for your personal savings*

## Our plan provides...

<b>Discipline...</b>	through regular systematic deposits from your checking account.
<b>Flexibility...</b>	You can make unscheduled payments at your own convenience.
<b>Safety...</b>	Cash values increase steadily as deposits are made.
<b>Self Completion...</b>	in case of premature death or disability Metropolitan will complete the plan.
<b>Tax Deferral...</b>	Increasing values in the plan are not subject to personal income tax until actually paid as cash or income to you. Deposits may be withdrawn tax free.
<b>High Income...</b>	Metropolitan's life income payments are paid to you over your entire lifetime.
<b>Simplicity...</b>	no investment or reinvestment worries either during the cash accumulation period or pay-out period.

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## 50/50 SAVINGS PLAN

Monthly Deposit

50	50
<u>50.00</u>	<u>50.00</u>

DEPOSITS MADE FOR 12 YEARS:

Cash Value at Age 65

<u>89,171.00</u>	<u>250,648.00</u>
------------------	-------------------

Monthly Income at Age 65

<u>23.42</u>	<u>2,050.31</u>
--------------	-----------------

DEPOSITS MADE TO AGE 65:

Cash Value at Age 65

<u>171,664.00</u>	<u>417,804.00</u>
-------------------	-------------------

Monthly Income at Age 65

<u>1,404.22</u>	<u>3,417.64</u>
-----------------	-----------------

Death Benefit

58,749.00

MALE AGE 23

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Nurses Insured Retirement Plan: (see pages 98 - 99)

A brochure (see page 98) promised tax deferred earnings, without clearly disclosing that the solicitation was for a Whole Life insurance policy with an option to purchase paid-up additional insurance. The full amount paid for a "retirement plan" was actually used to fund a Whole Life policy.

Nurses Guaranteed Retirement Plan: (see pages 100 - 103)

A prospecting letter (see page 100) targeted nurses and offered a "retirement savings plan" without any disclosure of insurance. A variation of this solicitation (see page 101) was referred to as a "New Retirement Savings Plan, Now Available to All Nursing Professionals."

Health Professionals Retirement Plan: (see page 102)

A pre-approach letter (see page 102) was used in solicitation of a "Special Retirement Plan for Health Care Professionals." The solicitation did not mention the proposed sale of insurance. The letter did reference previous solicitations of Pennsylvania consumers by a MetLife group in Tampa, Florida. Testimony by MetLife sales representatives obtained during the examination indicated the solicitation techniques of the Florida

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marketing group were adopted for Pennsylvania solicitation by MetLife sales representatives in Pennsylvania.

Small Business Employee Guaranteed Retirement Savings Plan: (see page 103)

A prospecting letter targeting small business employees (see page 103) was found to originate from MetLife offices in Western Pennsylvania. This letter was of note since it failed to identify MetLife directly and further reflects the wide variation of retirement/savings plan solicitations.

Met Life State Street Wealth Accumulation Program: (see page 104)

A cover letter accompanying the delivery of a Whole Life policy, which had a disability waiver rider but no PWAR, depicted a marketing method used in obtaining the sale of a Whole Life policy in combination with the purchase of a MetLife State Street fund account (see page 104). The cover letter failed to disclose insurance as part of the program, while referring to the delivered policy as "Part A Insured Savings Summation," the policy's \$40.00 premium as "Monthly Investment," and the policy's death benefit as an "Immediate Estate Value." The MetLife State Street portion of the plan was described as "Part B

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Diversified Funds Summation," with a "Monthly Investment" of \$40.00. The "Total Monthly Investment" of \$80.00 promised a "Total Cash Accumulation at your age 65 of \$89,773.00" without disclosures as to the non-guaranteed aspect of the insurance policy's dividends.

This variation was of note, as it paralleled instances detected during examination of replacement issues where MetLife policyholders had been induced to surrender existing insurance into MetLife State Street fund accounts and then purchase new insurance with funds taken from the accounts in order to circumvent MetLife's replacement and rewritten business rules. These advertising materials all appeared to be examples of advertising which had not been approved by MetLife for use by the MetLife field force.

Tax Advantaged Bonus Plan, Tax Advantaged Retirement Plan for Nurses, and Tax Advantaged Bonus Plan for Business Owners (see pages 105 - 154)

During the examination MetLife provided copies of advertising for the above three (3) plans which had been approved by MetLife. The Insurance Department was subsequently informed by MetLife that these advertising pieces had inadvertently been made available to their field force upon approval by a marketing division of MetLife, without the usual required legal division

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approval, and that only the Tax Advantaged Bonus Plan for Nurses had penetrated into the Pennsylvania marketplace. MetLife had allegedly recalled and destroyed all unapproved issues of the advertising. The MetLife corporate advertising was found consistent with other questioned advertising, in that it promoted the sale of whole life policies of insurance through solicitations promising earnings for retirement. While containing footnoted disclosure information, the various advertising pieces possessed a capacity, through stating precise earning values, to deceive consumers as to future earnings. Further, sales solicitation scripts employed by telemarketers clearly avoided the presentation of the Tax Advantaged Bonus Plan as insurance. The Tax Advantaged Bonus Plan was found to have evolved from 1991 to 1993 through the backing of MetLife Senior Vice President Richard M. Maurer and was, in fact, termed alternatively "The Maurer Plan". Charles M. Kavitsky, Territorial Officer in Charge and Vice President, Mideastern Territory, was found to have coordinated and provided telemarketing support to MetLife sales representatives J. Joel Sherman, Richard Antonino, and Ronald Schram in Western Pennsylvania for the Tax Advantaged Bonus Plan.

- FINDINGS AND CONCLUSIONS -

Although the examination could not identify in detail the full extent of market penetration gained by MetLife

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through use of the various retirement/savings/investment plan solicitations, testimony of consumers and MetLife agents contacted during the examination indicated the misleading solicitation methods were used routinely to solicit Whole Life, Life to 95, and Life to 98 policies sold by MetLife. It is clear the various forms of advertising developed and used by MetLife sales representatives were designed to preclude proper disclosure of insurance sales to Pennsylvania consumers. It was also noted, while the focus of the examination was on a six (6) county Western Pennsylvania Region, the various marketing schemes and practices occurred throughout Pennsylvania.

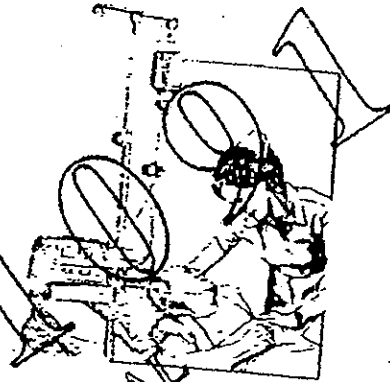
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# NURSES INSURED RETIREMENT PLAN



**Metropolitan Life**  
AND AFFILIATED COMPANIES  
Pittsburgh South District  
Wander Oak Bldg., Suite 140  
1918 Cochran Road  
Pittsburgh, Pa. 15220  
(412) 571-3500

**CONFIDENTIAL**  
For the Future a  
Nurse Deserves...

**Metropolitan Life**  
AND AFFILIATED COMPANIES

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Orders in MDL No. 1091 "United States Oral CL"



### To "grow" a nest egg conveniently.

Whether you're regularly employed (in a hospital, a corporation, etc.) or you do private part-time duty, Metropolitan's Nurses Insured Retirement Plan is a convenient way for you to accumulate funds for the future you deserve.

Our new Insured Retirement Plan provides 5 distinct benefits:

#### CONTROL

If you should leave your present nursing position, your retirement benefits can stay with you.

#### FLEXIBILITY

Access it any time.

#### TAX BENEFITS

Tax deferred accumulation while providing a life insurance benefit.

#### SECURITY

Can be used to provide lifetime income.

#### DISABILITY

Your monthly contributions can continue to be deposited by Metropolitan should you become disabled.

Just for a moment, think about you.

As a nurse, you're always on call no matter where you work. Even if you're office-based or on private duty, you have to be prepared for an emergency anytime.

And just for a few moments, think about your life and what you'd like to be doing in the future. Have you taken the time to make plans?

At Metropolitan Life, we can help you build a solid foundation of financial security with our Nurses Insured Retirement Plan which can help you accumulate the money you need, tax-deferred, for your retirement years. If you've already started saving, we can suggest ways to make your money work harder. There's sure to be a strategy that will fit your financial situation today — with enough built-in flexibility for the years ahead!

And what's more, you'll have the security of knowing that your Nurses Insured Retirement plan is backed by Metropolitan Life and affiliated companies, a financial services leader with over \$1 trillion in assets under management. Our quality products and services have earned us the highest ratings possible from

#### Moody's Investor Service

Aaa (For Financial Strength)

Standard & Poor's

AAA (For Claims-Paying Ability)

A.M. Best & Co.

A++ (For Soundness of Investment)

With an ongoing commitment to quality, MetLife is building on a historic tradition of financial stability and security.



**Metropolitan Life**  
AND AFFILIATED COMPANIES

M129779220109

↑  
Regional  
Office

METROPOLITAN INSURANCE COMPANY  
3 Parkway Center East  
2020 Ardmore Boulevard  
Suite 120  
Pittsburgh, PA 15221

### NURSES GUARANTEED RETIREMENT SAVINGS PLAN

If you qualify, Metropolitan has a Guaranteed Retirement Savings Plan which is now available to ALL NURSES IN THE STATE OF PENNSYLVANIA. This new Retirement Savings Plan is designed to complement your existing benefits with 5 VERY IMPORTANT FEATURES:

1. CONTROL - Unlike traditional retirement plans, if you should leave your present nursing position, you will not lose your retirement benefits.
2. FLEXIBILITY - Availability of cash without penalty.
3. TAX BENEFITS - High tax sheltered growth.
4. SECURITY - Provides a guaranteed lifetime income.
5. DISABILITY - Your monthly savings will continue to be deposited by Metropolitan should you become disabled.

The tax advantages, availability and guarantees make this NEW GUARANTEED RETIREMENT SAVINGS PLAN one of the most widely discussed in the investment world today. Would you mind completing the form below in order that we may furnish you information on this New Retirement Savings Plan.

Sincerely,

Susan Zelenko  
Nursing Representative

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_ CITY \_\_\_\_\_  
STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_  
HOME PHONE \_\_\_\_\_ BUS PHONE \_\_\_\_\_  
DATE OF BIRTH: MONTH \_\_\_\_\_ DAY \_\_\_\_\_ YEAR \_\_\_\_\_

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Metropolitan Life  
AND AFFILIATED COMPANIES

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168 West Chestnut Street  
Washington, Pa. 15301  
Telephone: (412) 225-9090

NOW AVAILABLE TO ALL NURSING PROFESSIONALS

If you qualify, MetLife now has a savings plan available to all nurses. Would you mind giving us your name and date of birth below in order that we may furnish you information about a NEW RETIREMENT SAVINGS PLAN.

1. High rate of return.
2. The cash fund may be used for emergencies and opportunities.
3. Metropolitan makes deposits for you should you become disabled.
4. Pays a guaranteed income at retirement.

This is something new, one of the most widely discussed retirement programs in the investment world today.

Sincerely,

*Karen A. Donley*  
Karen A. Donley  
Account Representative

M129779220111

**Metropolitan Life**  
AND AFFILIATED COMPANIES

521 NORTHERN BLVD.  
CHINCHILLA, PA 18410  
(717) 587-4731

### SPECIAL RETIREMENT PLAN FOR HEALTH CARE PROFESSIONALS

Do you know the three greatest forces that will effect your retirement and nest-egg? Interest rates, inflation, and taxes!! MetLife has a Special Retirement Plan available to overcome these obstacles. Our marketing group in Tampa, Florida has provided you with information on MetLife's Plan that is NOW AVAILABLE LOCALLY!! For the benefit of local service and financial planning, please give your name and date of birth below in order that we may furnish you with information about MetLife's RETIREMENT SAVINGS PLAN:

1. High Rate of Return
2. Tax Deferred Growth
3. No Government Penalties
4. Complete Security of Principal AND Interest
5. MetLife makes deposits for you should you become disabled
6. Pays a GUARANTEED income at your retirement
7. Plan follows you should you move to another job

THIS IS SOMETHING NEW--one of the most widely discussed retirement programs in the investment world today! MetLife leads the industry in the quality of its investment portfolio, which makes our retirement accounts one of the most secure and profitable to be found!

Sincerely,

Bruce J. Gordon  
Retirement Advisor

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

HOME PHONE \_\_\_\_\_ BUS. PHONE \_\_\_\_\_

DATE OF BIRTH \_\_\_\_\_

FOR MORE INFORMATION ON OTHER SPECIFIC PLANS, PLEASE CHECK:

- |   |   |
|---|---|
| <input type="checkbox"/> MORTGAGE CANCELLATION PROTECTION | <input type="checkbox"/> I.R.A.         |
| <input type="checkbox"/> DISABILITY INCOME PROTECTION     | <input type="checkbox"/> LIFE INSURANCE |
| <input type="checkbox"/> COLLEGE SAVINGS PLAN             |   |

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SMALL BUSINESS EMPLOYEE GUARANTEED RETIREMENT SAVINGS PLAN

IF YOU QUALIFY, we have a Guaranteed Retirement Savings Plan which is now available to ALL SMALL BUSINESS EMPLOYEES IN THE STATE OF PENNSYLVANIA. This new Retirement Savings Plan is designed to complement your existing benefits with 5 VERY IMPORTANT FEATURES:

1. CONTROL

-Unlike traditional retirement plans, if you should leave your present position, you will not lose your retirement benefits.

2. FLEXIBILITY

-Availability of cash without penalty.

3. TAX BENEFITS

-High tax sheltered growth.

4. SECURITY

-Provides a guaranteed lifetime income.

5. DISABILITY

-Your monthly savings will continue to be deposited by Metropolitan should you become disabled.

The tax advantages, availability and guarantees make this NEW GUARANTEED RETIREMENT SAVINGS PLAN one of the most widely discussed in the investment world today. Would you mind completing the form below in order that we may furnish you information on this New Retirement Savings Plan.

Sincerely,

Retirement Plan Representative

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_ CITY \_\_\_\_\_

STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_

HOME PHONE \_\_\_\_\_ BUSINESS PHONE \_\_\_\_\_

DATE OF BIRTH: MONTH \_\_\_\_\_ DAY \_\_\_\_\_ YEAR \_\_\_\_\_

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# **MET LIFE STATE STREET WEALTH ACCUMULATION PROGRAM A TWO PART SERIES**

Especially Prepared For                     

## **Part A Insured Savings Summation**

1. Immediate Estate Value \$ 12,277  
Disability Investment Waiver
2. Cash In \$ Values

Year 5	979.00
Year 10	3,180.00
Year 15	6,779.00
Year 20	12,384.00
Year 25	20,550.00
Year 30	32,370.00
Year 35	47,133.00
Year 40	67,229.00
Year 45	94,217.00

Monthly Investment \$ 40.00

Total Monthly Investment

\$ 3,800.00

Total Cash Accumulation

At Your Age 65  
\$ 89,773.00

## **Part B Diversified Funds Summation**

1. Money Market, Stocks, Bonds
2. Cash In \$ Values

Year 5	2,968.00
Year 10	7,170.00
Year 15	13,118.00
Year 20	21,540.00
Year 25	33,463.00
Year 30	50,342.00
Year 35	71,947.00
Year 40	101,853.00
Year 45	144,192.00

Monthly Investment \$ 40.00

Part A Based on Current Dividend Rates  
Age 34 Standard Non-Smoker Class

Part B Based on a 10% Average Annual  
Return

MetLife Life Insurance Company, MetLife Life Insurance Company  
MetLife Life Insurance Company, MetLife Life Insurance Company, MetLife Life Insurance Company  
MetLife Life Insurance Company, MetLife Life Insurance Company, MetLife Life Insurance Company  
MetLife Life Insurance Company, MetLife Life Insurance Company, MetLife Life Insurance Company  
MetLife Life Insurance Company, MetLife Life Insurance Company, MetLife Life Insurance Company  
MetLife Life Insurance Company, MetLife Life Insurance Company, MetLife Life Insurance Company

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## TELEMARKETING SCRIPT USED FOR THE TAX-ADVANTAGED BONUS PLAN

Prepared by  
Ami M. Branman  
P.I. Advanced Markets

### INTRODUCTION

Hello, may I please speak with Mr./Ms. —.

### WHO'S CALLING?

This is — calling for MetLife. (is Mr./Ms. — available?) (Am I speaking with Mr./Ms. —?)

### WHAT'S THE CALL ABOUT?

I'm calling about a new retirement plan tailor designed for business owners. Could you please connect me to Mr./Ms. —.

### PRESENTATION

Good (morning/afternoon), Mr./Ms. —. My name is —, and I'm contacting a select group of small business owners to let them know about an exciting new plan from MetLife that frees the business dollar to provide you with tax-free retirement income.

**EARLY INTERRUPTION:** This plan involves no personal out-of-pocket expense or paperwork while providing you with a Tax Free retirement income. I promise I'll only take a moment of your time. (CONTINUE)

In a nutshell:

With IRS intruding on almost all forms of retirement plans, will there be any true Tax-Free Retirement income vehicles left for the small business owner?

What would you say if we could show you how to have tax-free retirement income with no out-of-pocket expenses to you?

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It's one of the few plans that can be for yourself only *or* any employee or employees you choose, but it's not a requirement. You can begin and end the program for you or your employee(s) at any time.

And . . . if you should die prior to retirement, it would provide your loved ones with tax-free death benefits.

There's no drafting formal plan documents or IRS approval needed.

One of our specially trained account executive will be in your area and happy to stop by and fill you in on all the benefits - knowing how valuable your time is and this will only take 10 or 15 minute. May I arrange that for you?

IF YES:

Terrific, Let me just confirm your address. I have it here as (READ ADDRESS), is this correct? Fantastic. A rep will call you shortly to confirm the time and day. Thank you and have a great day.

ANY QUESTIONS:

That's why I'd like to have a rep. meet with you. They know the plan inside and out and can answers any and all questions. They'll also be glad to show you how to tailor the plan to your personal specifications. Again, I know how valuable your time is and the meeting will be very brief, but the benefits for you could be tremendous. Is (set appointment) good for you?

IF NO:

I understand and on behalf of MetLife, thank you for your time.

**IF ALREADY HAVE LIFE INSURANCE**

This plan is tailored as a tax-free retirement income plan but does provide an outstanding tax-free death benefit should you pass away prior to retirement, its the best of both worlds. In addition it may be one of the last true tax-free retirement income vehicles. I would hate for you to miss this opportunity. May I have our Rep explain exactly how you can profit from the plan. Is (set appointment) good for you?

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### I ALREADY HAVE A RETIREMENT PLAN -

It's great to know that you're planning ahead. That's why you owe it to yourself to find out about this new plan- it has tax advantages that your current plan may not have, and it can give you a tax-free retirement income with no formal plan documents or personal out-of-pocket expenses. I'm sure you'll find it worth a few minutes of your time to let our Account Representative explain all the details. Is (set appointment) good for you?

### GENERAL PLAN INFORMATION: - not part of script

- \* Unlike almost all other retirement/benefit plans, the owner of the business does not have to offer it to all employees - it can be used only for the owner, or for any employee or employees chosen by the owner.
- \* contributions to the plan are made using business dollars which are tax deductible.
- \* On retirement, the participant will have a tax-free income.
- \* Tax-free death benefits are paid to survivors if the participant dies before retirement.
- \* There is not need to draft formal plan documents, there are no administrative fees, and there is no need to seek IRS approval.
- \* MetLife provides profit benefits and retirement plans for 78 of the Fortune 100 companies.

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CONFIDENTIAL

# Tax-Advantaged Retirement Plan

 MetLife

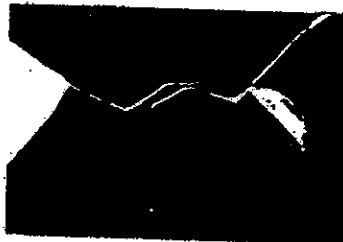
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Orders in MDL No. 1091 United States Dist. Ct.

## Tax-Advantaged Retirement Plan

*A new concept in retirement planning  
for you and your profession!*



### ADVANTAGES THAT BENEFIT YOU —

- **Affordable** — you decide how much you want to put away
- **Flexible** — you plan how much you need and when you will retire
- **Portable** — you take the plan with you wherever your work takes you
- **Uncomplicated** — you pay no professional fees and file no tax forms
- **Security** — you have retirement dollars you know will be there for you!

### WHAT THIS PLAN CAN DO FOR YOU — IT CAN PROVIDE:

- **Tax-free** retirement benefits
- **Tax-free** survivor benefit for your family
- **Tax-deferred** cash values
- Contributions uninterrupted by disability with Waiver of Premium
- Cash reserve for personal or business needs

What if you as a nurse could  
create your own retirement plan —  
that allows you to contribute as much as  
you want and to provide yourself tax-free  
retirement benefits?

### Retirement with a Distinct Advantage

This is a retirement plan you can create for  
yourself! This is one plan that can give you  
those important dollars for retirement  
and also make available cash for more im-  
mediate needs, such as family emergencies.



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## For Nurses

*What contributing  
\$100 a month now can  
mean for your  
retirement later!*



An Example (Female Age 35 Retiring at 65)

### FUNDING PHASE

In Year	Guaranteed Cash Value	Cash Value <sup>1</sup>	Survivor Benefit <sup>1</sup>
5	\$4,000	\$4,000	\$68,000
10	\$10,300	\$11,800	\$81,000
15	\$17,300	\$23,600	\$100,000
20	\$25,400	\$41,500	\$128,000
25	\$34,500	\$67,200	\$164,000
30	\$44,100	\$106,000	\$210,000

### RETIREMENT PHASE

Annual Tax-free Benefit at 65	\$5,550
Total Retirement Benefit to 85	\$111,000
+ Tax-free Survivor Benefit (Death at 85)	\$208,000
Total Benefit	\$319,000
- Total Premiums	\$36,000
= Net Gain	\$283,000

*The more you contribute, the greater your benefits!*

Monthly Premium	Annual Benefit Age 65	Total Benefit Ages 65-85	Survivor Benefit Age 85
\$150	\$9,300	\$186,000	\$342,000
\$200	\$12,500	\$250,000	\$460,000

1. Cash value based on illustrative values of MetLife's Whole Life (Female \$5,000 guaranteed face amount of \$55,278; and PL 48 1993 dividend schedule. Dividends are neither guarantees nor estimates of the future annual tax-free benefit through policy loans and withdrawals. Loan rates are not guaranteed, and policy must be kept in force until death. If policy lapses prior to death, there may be income taxes payable. Additional charge of \$100 per month premium rider is included.

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## How It Can Work for You

Prepared For: \_\_\_\_\_  
 How much do you want to contribute? \_\_\_\_\_  
 Your current age? \_\_\_\_\_ Your gender? \_\_\_\_\_  
 When do you plan to retire? \_\_\_\_\_ Year/Month \_\_\_\_\_  
 How many years of income do you want? \_\_\_\_\_

### FUNDING PHASE

In Year	Guaranteed Cash Value	Cash Value*	Survivor Benefit*

### RETIREMENT PHASE

Annual Tax-free Benefit at _____	
Total Retirement Benefit to _____	
+ Tax-free Survivor Benefit (Death at _____)	
= Total Benefit	
- Your Contribution	
= Your Net Gain	

\* Cash value based on illustrative values or life table. Guarantees face amount of \$ \_\_\_\_\_ and P.L.A.R. during current dividend schedule. Dividends are neither guarantees nor estimates for the future. Annual Tax-free Benefit through policy loans and withdrawals. Loan rates are not guaranteed, and policy must be kept in force until death. If policy lapses prior to death, there may be income taxes payable. Additional charges if Waiver of Premium rider is included.

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Tax-Advantaged

Bonus Plan

*Taking Care*

*of Number One*

 MetLife

FLA. MARSH & MCGEE  
ATTORNEYS AT LAW  
1000 W. WASHINGTON ST., SUITE 1000  
MIAMI, FL 33135

 MetLife

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**Taking Care of Number One!  
With a Tax-Advantaged Bonus Plan**

Your number one employer responsibility is  
to your number one employee.

You:

It's up to you to make sure that your  
business takes care of you and your family.

Your business should provide you with  
retirement benefits and financial security  
that you deserve for all your hard work.

Reward yourself with a Tax-Advantaged  
Bonus Plan!

As an employee...

You'll like a Tax-Advantaged Bonus Plan  
because it provides you with retirement  
income, an emergency fund, and life  
insurance benefits at no out-of-pocket cost  
to you!

As an employer...

You'll like a Tax-Advantaged Bonus Plan  
because it's a simple and flexible way to  
provide additional benefits to just one or a  
few key employees. There's no  
administration, no IRS forms, and no  
headaches!

Talk to a MetLife representative about what  
a Tax-Advantaged Bonus Plan can do for you.

Do your business a favor by taking care of  
Number One!

MetLife Business Financial Services

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Tax-Advantaged

Health Plan

MetLife

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**How Does It Work?**

It's simple! The employee applies for a MetLife insurance policy with the Paid-Up Additions Rider. The premiums are paid from the Company checkbook and the Company gets a tax deduction for the premiums paid. The employee owns the policy and includes the premium as part of his or her taxable income. However, the employee can reimburse him- or herself for the taxes paid from the cash value in the policy. This results in "\$0" out-of-pocket cost to the employee.

At retirement, the plan pays income to the employee and at the employee's death, the plan pays a death benefit to the employee's beneficiaries. And both the retirement income and the death benefit are totally income tax-free.

**Employer Advantages:**

- Tax deductible contributions
- Recruits and retains your most productive employees
- No formal plan or documents
- No IRS approval
- No administrative costs
- No paperwork
- Plan can be discriminatory
- Total flexibility in changing or stopping bonus payment at any time

**Employee Advantages:**

- "\$0" out-of-pocket cost
- Life insurance protection
- Retirement income
- Cash values grow tax-deferred
- Source of emergency funds
- Disability income benefits
- Income tax-free death benefits

**Tax-Advantaged  
Bonus Plan**

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**FOR BUSINESS OWNERS**

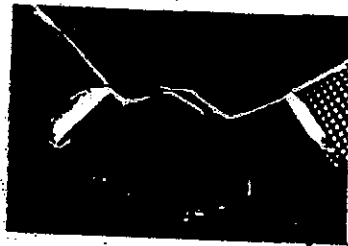
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## Tax-Advantaged Bonus Plan

*A new concept in retirement planning  
for you . . . the business owner!*



### ADVANTAGES THAT BENEFIT YOU —

- No IRS approval required
- Exclusive — for you and you alone
- Practical — design the plan the way you want it
- Uncomplicated — save money on professional fees
- Affordable — set a plan budget for yourself
- Deductible — reduce your business taxes

Today you're in charge of your business —  
someday you'll want to be in charge of your  
retirement.

What if you could create just for yourself a  
plan that would allow you to contribute as  
much as you can and provides you with a  
tax-free retirement benefit? And a plan  
that plan was a deductible business  
expense with no out-of-pocket cost?

### A Bonus with a Distinct Advantage

This is one bonus you can give yourself and  
no one else! This is one plan that will give  
you those most important dollars for  
retirement and also make available cash for  
your immediate needs, such as family  
emergencies.

### WHAT THIS PLAN CAN DO FOR YOU — IT CAN PROVIDE:

- Tax-free retirement benefits
- Tax-free survivor benefit
- Tax-deferred cash values
- Contributions uninterrupted by disability with  
Waiver of Premium
- Cash reserve for personal or business needs
- Reimbursement for income taxes payable on  
bonus (optional)



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